# REFERENCES


**Books**

1. Damasio, A. R. (1994). Descartes' error: Emotion, rationality and the human brain.
2. Gardner, H. (1983). Frames of mind. *New York: Basic Books*.
3. Gardner, H. (1993). Frames of mind: The theory of multiple intelligences. *New York: Basic Books.*
4. Schaffer L. F, Gilmer B., & Schoen M, (1940). Psychology. *Harper & Brothers New York 12*, 521.
5. Goleman D. (1995), *Emotional Intelligence,* Bantam Books, New York, NY.
6. Goleman, D. (1998). Working with emotional intelligence.
7. Guilford, J.P. (1967). The nature of human intelligence. *New York: McGraw-Hill*.
8. Schein, E. H. (2010). *Organizational culture and leadership*(Vol. 2). John Wiley & Sons.
9. Sternberg, R. J. (1988). *The triarchic mind: A new theory of human intelligence*. Viking Pr.
10. Zaccaro, S. J., Kemp, C., & Bader, P. (2004). Leader traits and attributes. The nature of leadership, 101, 124.

**Journals**

1. Bardzil, P. and Slaski, M. (2003). Emotional intelligence: fundamental competencies for enhanced service provision. *Managing Service Quality*, 13, 97-104.
2. Brenda Scott-Ladd and Christopher C.A. Chan (2004). Emotional intelligence and participation in decision-making: strategies for promoting organizational learning and change. *Wiley InterScience,* 95-105.
3. Cantor, N., & Kihlstrom, J.F. (1987). Personality and social intelligence. *Englewood Cliffs*.
4. Cattell, R.B. (1963). Theory of fluid and crystallized intelligence: A critical experiment. *Journal of Educational Psychology*, 54, 1-22.

5. Cervone & Frank H. (2005). Making Decisions. *International Digital Library Perspectives*, 21(1): 30-35.
6. Chrusciel, D. (2004). Considerations for dealing with significant organizational change. *Dissertation Abstracts International*, 65 (8), 3054-184.
7. Connor, P.E. and Becker B.W. (2003). Personal Value Systems and Decision-Making Styles of Public Managers. *Public Personnel Management*, 32(1), 155-181.
8. Don Chrusciel, (2006). Considerations of emotional intelligence (EI) in dealing with change decision management. *Management Decision*, 44 (5), 644-657, https:// doi.org/10.1108/00251740610668897
9. Doorewaard, H., & Benschop, Y. (2003). HRM and organizational change: an emotional endeavor. *Journal of organizational change management*, *16*(3), 272-286.
10. G. Mandler, (1975) Mind and Emotion, *Wiley, New York*.
11. George J. M. (2000). Emotions and Leadership: The Role of Emotional Intelligence. *Human Relation.*53-1027, DOI: 10.1177/0018726700538001.
12. Gill, R. (2002). Change management--or change leadership? *Journal of change management*, *3*(4), 307-318.
13. Graetz, F. (2000). Strategic change leadership. *Management decision*, *38*(8), 550-564.
14. Grant, Anthony, M. (2007). Enhancing coaching skills and emotional intelligence through training. *Journal of Industrial and Commercial Training.* 39(5): 257-266.
15. Hadizadeh A., Moghadam, Tehrani M. and Amin F. (2011), Study of the Relationship Between Emotional Intelligence (EI) and Management Decision Making Styles. *World Applied Sciences Journal* 12 (7): 1017-1025, 2011 ISSN 1818-4952.
16. Harrison, Y., & Horne, J. A. (1996). "High sleepability without sleepiness". The ability to fall asleep rapidly without other signs of sleepiness. *Neurophysiologie Clinique/Clinical Neurophysiology*, *26*(1), 15-20.
17. Huy, Q. (1999). Emotional capability, emotional intelligence, and radical change. *Academy of Management Review*, 24 (2), 325-345.

18. James D. Hess, Arnold C. Bacigalupo, (2011). Enhancing decisions and decision-making processes through the application of emotional intelligence skills. *Management Decision*, 49 (5), 710-721, https://doi.org/10.1108/00251741111130805
19. Lam, L. and Kirby, S. (2002). Is emotional intelligence an advantage? An exploration of the Learning. *The journal of social Psychology*, 12 (2), 66-77.
20. Leeper, R. W. (1948). A motivational theory of emotion to replace emotion as disorganized response.' *Psychological review*, *55*(1), 5.
21. Maree, J.G. and Finestone M. (2007). The Impact of Emotional Intelligence on Human Modeling Therapy given to a Youth with Bipolar Disorder. *International J. Adolescence and Youth*, 13, 175-194
22. Mayer, J. D., & Geher, G. (1996). Emotional intelligence and the identification of emotion. *Intelligence*, 22(2), 89–113. doi:10.1016/s0160-2896(96)90011-2
23. Mayer, J.D., & Salovey, P. (1993). The intelligence of emotional intelligence. *Intelligence*, 17, 433- 442.
24. Mayo A. (2002). Forever change. *Training Journal*, 40.
25. Moran, J. and Brightman, B. (2000). Leading organizational change. *Journal of Workplace Learning*, 12 (2), 66-77.
26. Oyewobi, L. O., Windapo, A., & Rotimi, J. O. B. (2016). Relationship between decision-making style, competitive strategies and organisational performance among construction organisations. *Journal of Engineering, Design and Technology*, *14*(4), 713-738.
27. Pritchett, P., & Pound, R. (2005). The stress of organizational change. *Pritchett, Dallas, TX*.
28. Roach, D. and Bednar, D. (1997). The theory of logical types: a tool for understanding levels and types of change in organizations. *Human Relations*, 50, 671-699.
29. Salovey, P., & Mayer, J. D. (1990). Emotional intelligence. *Imagination, cognition and personality*, *9*(3), 185-211.
30. Sevdails, N., Petrides, K.V. and Harvey, N. (2007), "Trait emotional intelligence and decision related emotions", *Personality and Individual differences* 42, 1347-1358.

31. Smollan, R. K., & Sayers, J. G. (2009). Organizational culture, change and emotions: A qualitative study. *Journal of Change Management*, *9*(4), 435-457.
32. Smollan, R. K., & Sayers, J. G. (2009). Organizational culture, change and emotions: A qualitative study. *Journal of Change Management*, *9*(4), 435-457.Social Psychology, Vol. 142 No. 1, pp. 133-43.
33. Stanovich, K. E., & West, R. F. (2000). Individual differences in reasoning: Implications for the rationality debate? *Behavioral and brain sciences*, *23*(5), 645-665.
34. Tatum, B. C., Eberlin, R., Kottraba, C., & Bradberry, T. (2003). Leadership, decision making, and organizational justice. *Management decision*, *41*(10), 1006-1016.
35. Taylor, C. A., Taylor, J. C., & Stoller, J. K. (2008). Exploring leadership competencies in established and aspiring physician leaders: an interview-based study. *Journal of general internal medicine*, *23*(6), 748-754.
36. Thunholm, P. (2004). Decision-making style: habit, style or both? *Personality and individual differences*, *36*(4), 931-944.
37. Wagner, R. K., & Sternberg, R. J. (1985). Practical intelligence in real-world pursuits: The role of tacit knowledge. *Journal of personality and social psychology*, *49*(2), 436.
38. Weber, P. S., & Weber, J. E. (2001). Changes in employee perceptions during organizational change. *Leadership & Organization Development Journal*, *22*(6), 291-300
39. Wechsler, D. (1987). Wechsler Memory Scale-Revised. *New York: Psychological Corporation*.
40. Wernerfelt B. (1984). A resource based view of the firm. *Strategic Management Journal*, 5: 171–180.
41. Woodman, R. W., Sawyer, J. E., & Griffin, R. W. (1993). Toward a theory of organizational creativity. *Academy of Management Review*, 18, 293–321.
42. Zhou J. & George J.M. (2003). Awakening employee creativity: The role of leader emotional intelligence. *The Leadership Quarterly*, 14, 545–568.

**Magazines**

1. Reich, R. (2000). Your job is change. *Fast Company Magazine,* 39, 140-155.
2. Thorndike, E. L. (1920). Intelligence and its uses. *Harper's magazine*.